



NEWS RELEASE

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Small Firm Benefits from SBA's Mentor-Protégé Program

Santa Ana, CA – MW Services, Inc., a general contractor from Temecula, California was established in April 2000 and specializes in Government Indefinite Quality Construction Contracts. The company entered the U.S. Small Business Administration's 8(a) Business Development Program in January 2001 which provides an avenue for socially and economically disadvantaged Americans to achieve entrepreneurial success.

MWSI's founder and President, Marie Jinky A. Willis has extensive experience in the construction arena and has held several key positions with major construction companies. Few have had the broad, detailed understanding and finesse of working with government contracts as Ms. Willis. Through a successful prime/subcontractor relationship with a large business, MWSI marketed the prospect of entering into the SBA's 8(a) Mentor/Protégé Program. In the fall of 2001, the two companies were matched by the SBA and entered into a Joint Venture. MWSI was afforded the opportunity to compete for larger more complicated construction contracts that otherwise would have been unattainable due to lack of bonding capacity and financial strength, even though the firm was qualified. In exchange, the Mentor firm gained entry into other segments of the construction industry. It has been a very rewarding partnership with MWSI's gross sales reaching several million dollars in 2004. MWSI currently has contracts with all branches of the Federal Government to include local southern California contracts at Camp Pendleton and Fort Irwin. SBA's 8(a) and Mentor/Protégé Programs benefited not only the Federal Government but the two businesses which were matched. The companies expanded into new markets as well as grew their bottom line. Additionally, their clients were secure in the fact that they had hired construction professionals with the knowledge, experience, as well as financial strength that could deliver on the contracts awarded.

For more information on SBA's programs and services or to learn about the SBA's 8(a) Business Development or Mentor/Protégé Programs, contact the Santa Ana District Office at (714) 550-7420. The Santa Ana District currently has 226 firms in its 8(a) portfolio, and in fiscal year 2005 \$58 million in contracts were awarded.

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